

Waste Not, Want Not...

"Waste not, want not." This has been a philosophy of Ken Hendricks since the beginning of his entrepreneurial career. Where others have seen garbage and properties in need of destruction, this owner and CEO of ABC Supply Company, has seen opportunities not only to improve "waste-lands," but to make a little cash.

Taking advantage of such opportunities is what helped surge his company into its multi-billion-dollar success over the years. Founded in 1982, ABC is now the largest wholesale distributor of roofing and siding materials, tools and supplies in the nation. Its more than 200 locations in 41 U.S. states each began as old-building renovations, just as did the company's high-profile service center located on Riverside Drive in Beloit.

Each of these was a dilapidated property in a less-than-perfect neighborhood that Hendricks bought for less than prime real estate is available. He cleaned them and com-

pletely renovated the interior and exterior of the buildings, returning them to respectable, property tax-generating properties that house his distribution business, which not only has improved the aesthetics of the neighborhood around, but also has created new employment and stimulated the economy in general. To top it off, ABC has turned a profit doing so.

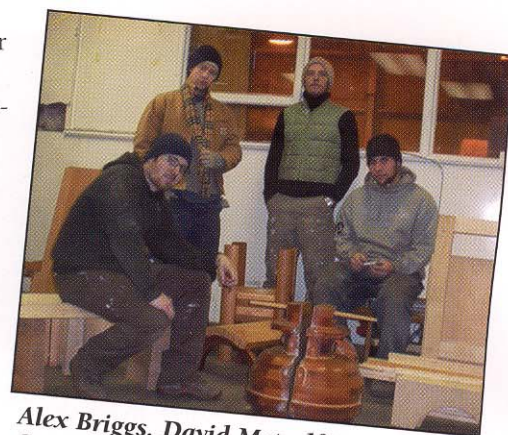
Ever since Ken and Diane Hendricks purchased the Beloit Corp's downtown campus when parent company Harnischfeger filed bankruptcy three years ago, the couple have been trying to locate others with like minds.

Within the millions of square footage on the property were hundreds of thousands of wooden patterns used by Iron Works and Beloit Corp in the casting of parts for paper-making machinery. Harnischfeger already incinerated hundreds of the patterns, and the rest were sentenced to the same fate.

Again, while others saw endless stacks and rows of kindling, Hendricks saw an opportunity for the creation of artworks that would not only be unique but allow a bit of history to be returned to the people of Beloit. After months and months of looking for someone to take on the challenge of changing these patterns into artwork, Will Sandman emerged.

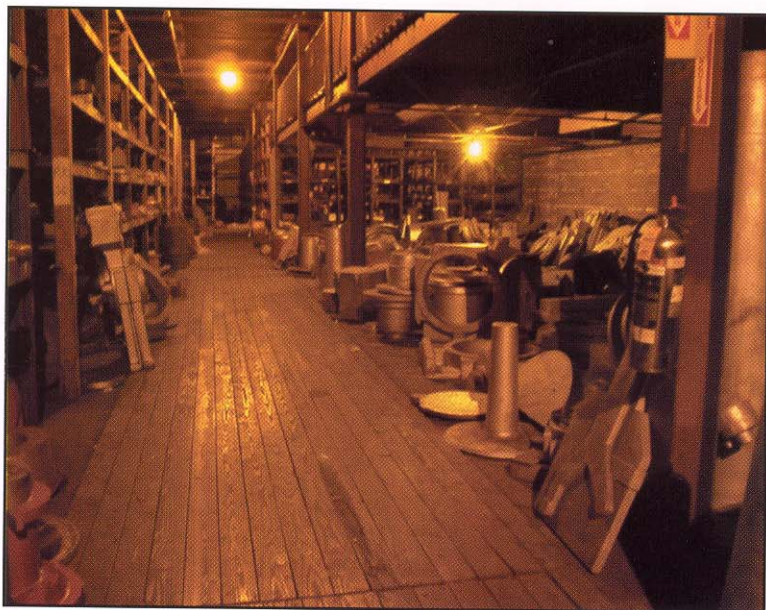
A May 2002 graduate of Beloit College, Sandman had some entrepreneurial spirit of his own. The son of enterprising parents, he was looking for a bigger challenge after graduation than he felt returning to his hometown of Louisville, Kentucky, to work for a landscaping company would provide. So, Hendricks and Sandman struck a deal, where Hendricks provides the patterns to Sandman, who operates a full-time business of designing decorative wall and functional furniture art out of these discarded patterns.

Sandman has called on the help of three friends — Alex Briggs, David Metcalf and David Scarborough — to help with the project that now is being called "Patterns Returned for Changes." The four have been working traditional business hours, Monday through Friday, creating these masterpieces out of the estimated 200,000 mahogany, ash, oak and pine patterns.



Alex Briggs, David Metcalf, David Scarborough and Will Sandman are the artist-innovators of "Patterns Returned for Changes" designs.

It is estimated that as many as 200,000 wooden patterns remain in the warehouse space on the old Beloit Corp campus. Team leader Will Sandman says that even if the team of artists produced 20 pieces of artwork out of these patterns each day, it would still take almost a decade to use them all.



The community has since embraced the project. In November, the first of what is presumed to be many art openings for this project attracted a few hundred guests to the Beloit Fine Arts Incubator, resulting in the sale of some 20 pieces. Eventually, the group would like to market its creations across the country in specialty furniture shops and complete commission orders with interior designers.

If the reaction of people outside of the Stateline Community is anything like that of those who live here, this patterns project promises to be yet another successful Hendricks endeavor.

For more information about the patterns, contact Sandman at (608)295-5130.